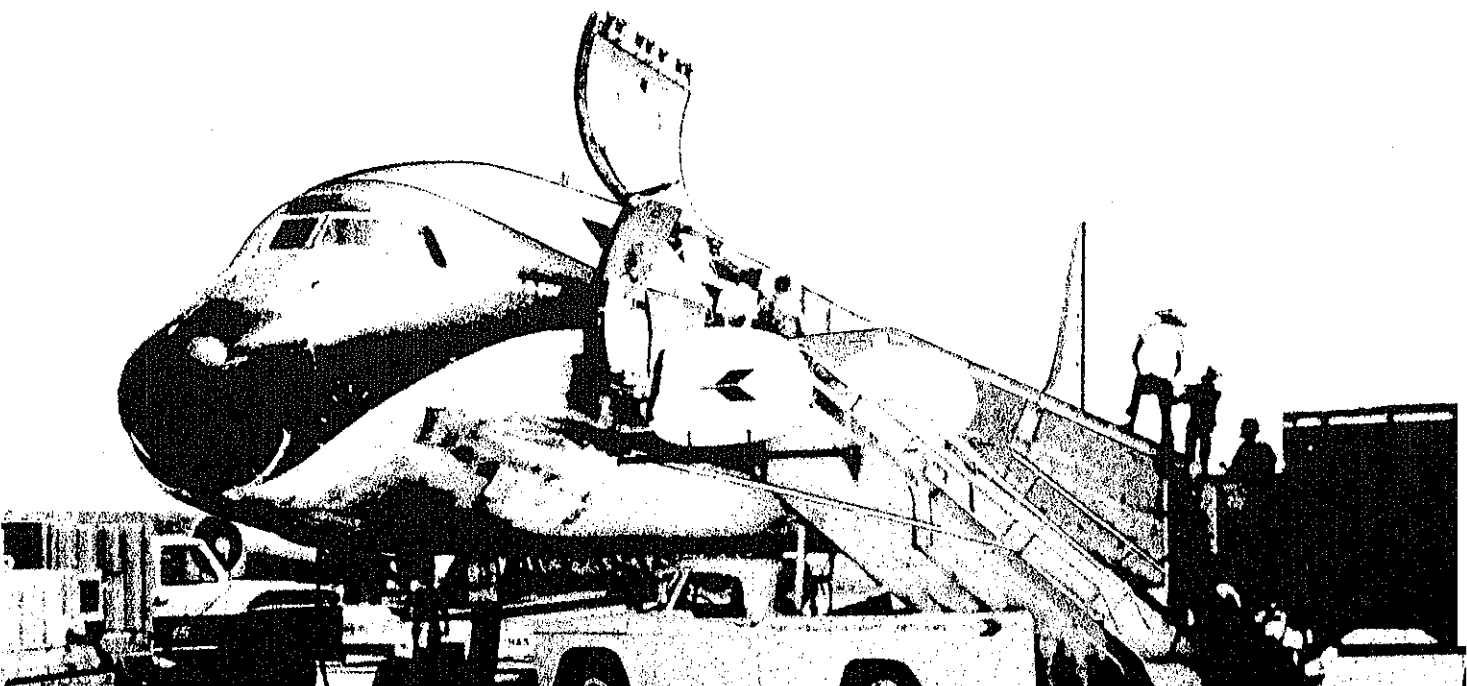


# **SUGGESTED PROCEDURES FOR EXPORTING BREEDING CATTLE AND SWINE**

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FOREIGN AGRICULTURAL SERVICE  
UNITED STATES  
DEPARTMENT OF AGRICULTURE

*FAS-* M-274 MARCH 1977





## Foreword

Exporting has stirred the imaginations of U.S. livestock producers as a means of securing new markets for their cattle, horses, sheep, and swine.

This publication, *Suggested Procedures for Exporting Breeding Cattle and Swine*, has been prepared by the Foreign Agricultural Service to assist producers in need of factual information concerning these exports.

A companion publication, *Guide for U.S. Cattle Exporters* (Agricultural Handbook No. 217), details the import/export health regulations of 73 countries as well as the breeds of cattle being imported, sources, ages, prices, and problems in exporting U.S. animals to these countries.

This publication helps the exporter prepare for the sale of his animals, and should assist him from the time of sale through delivery.

The two publications, *Suggested Procedures for Exporting Breeding Cattle and Swine* and *Guide for U.S. Cattle Exporters*, can be highly useful tools to U.S. livestock exporters.

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Foreign Agricultural Service

## Contents

	Page
Preparations for Sale .....	1
Selecting the Market .....	1
FAS Data Sources .....	1
Your Sales Presentation .....	2
Anticipating Buyer Questions .....	2
U.S. Attaché-Assistance .....	2
From Sale Through Delivery .....	2
Dependability of Supply .....	2
Export Payment and Credit .....	3
Preparation for Shipment .....	3
Health Documentation .....	4
Shipping and Related Costs .....	5
Major Markets .....	5
Basic Requirements .....	5
Appendix I—Partial List of Foreign Embassies in the United States .....	6
Appendix II—U.S. Agricultural Attaché Locations .....	13
Appendix III—Partial Lists of Air and Surface Transporters of Livestock, and Livestock Freight Forwarders .....	19

# Suggested Procedures for Exporting Breeding Cattle and Swine

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Foreign Agricultural Service

## Preparations for Sale

U.S. breeding livestock are being exported in ever-increasing numbers to supplement and improve production of meat and milk throughout the world. This expanding market provides opportunities for cattle producers willing to invest time, money, and effort in market development.

The cattle producer considering entrance into the export market should first decide whether the gamble of additional time and effort required to find markets is a risk to be taken willingly.

There is no guarantee of success. The expenditure of time and effort could pay handsome returns—or result in a profitless venture.

The next step is to obtain a copy of the latest revision (1976) of the FAS publication, *Guide for U.S. Cattle Exporters*, and the latest FAS circulars presenting data on exports of U.S. beef, dairy, and swine breeding stock. Ascertain from these publications the export destinations of the various breeds of U.S. breeding livestock.

## Selecting the Market

Beginners in export marketing of livestock probably will find it easier—and safer—to start in an established foreign market than to explore the unknown.

Select two or more countries in the same part of the world that could be potential customers. Such a selection will save time and money in making the first overseas trip. Usually, purchasing an airline ticket to the most distant of several countries in one area entitles the ticketholder to make the intermediate

stops at no additional cost, provided all proposed stops are served by the same airline.

Having selected the target countries, refer to the *Guide for U.S. Cattle Exporters* and determine the health regulations that apply to imports of cattle by those countries. In the United States, local veterinarians can point out the problems—if any—that these regulations may pose to imports of cattle by the recipient country. Note those sections of the *Guide* that list possible obstacles to importing cattle.

Next, contact the embassies of the countries of interest (see appendix I for addresses) and travel agencies to obtain detailed information. Determine the climatic and cultural changes—including possible shocks—that the exported cattle will necessarily face if a sales contract is signed.

## FAS Data Sources

Export opportunity leads can be obtained without leaving home. The FAS Trade Opportunity Referral Service (TORS) disseminates trade leads gathered by U.S. Agricultural Attaches through a computerized direct mail service and a weekly trade bulletin, *Export Briefs*.

The direct mail service is for specific products. Suppliers of beef or dairy cattle or swine, for example, receive only those inquiries related to these categories.

*Export Briefs* covers all trade inquiries received from Attachés as well as news items on foreign trade developments.

Further information on TORS and *Export Briefs* is available from the Export Trade Services Division,

FAS, Room 5940-S, U.S. Department of Agriculture, Washington, D.C. 20250. Information on exporting U.S. livestock can be obtained from the Livestock and Livestock Products Division, FAS, Room 4919-S, U.S. Department of Agriculture, Washington, D.C. 20250.

### **Your Sales Presentation**

Be prepared to demonstrate to the prospective buyer your awareness of conditions in his country, and be ready to document cases in the United States or abroad where the breed of cattle you want to sell has been successful under similar conditions of temperature, altitude, and rainfall.

The inclusion of such information in the buyer-seller dialog helps to encourage buyer confidence in the seller, and indicates the seller's long-term interest in the market. It is almost impossible to be overprepared on such points, because many prospective buyers have traveled extensively and are knowledgeable about the United States and the breeds of cattle that are successfully raised there and can successfully adapt to foreign conditions.

Prepare the sales presentation carefully. What have you to offer? Document the answers. Prepare a book that includes photos (professional photos, slides, or transparencies—not snapshots) of the types of animals offered for sale. Have you produced champions or sold animals that have become champions? If so, include photos and press clippings.

Your presentation should answer all questions likely to be asked by the prospective buyer. The customer should not be compelled to guess or imagine the qualities and characteristics of the cattle being offered.

### **Anticipating Buyer Questions**

Your ability to answer buyer questions can make or break the sale. Before signing a contract to buy cattle offered, the customer will want answers to such questions as:

- What firms are prepared to transport the animals?
- How much will transportation cost?
- Is adequate insurance on the animals available at reasonable cost?
- How much will insurance cost?
- Can the total purchase price be financed?
- If so, under what terms and conditions?

The seller must be preprepared to answer these and related questions fully. A lack of preparation at this point would seriously jeopardize the success of the sales effort.

### **U.S. Attaché Assistance**

With this information assembled, write the U.S. Agricultural Attaché in the country or countries you have selected (see appendix II for addresses). These attachés, who are specialists assigned to USDA's Foreign Agricultural Service, are the official representatives of the U.S. Government for agricultural matters in the countries in which they are stationed.

State your purpose and mention the specific preparations made in anticipation of a trip. Ask for suggestions as to the best time of year for a trip, the recommended length of the stay in the country, and cooperation in making appointments at the Ministry of Agriculture (or equivalent organization) and with representatives of organizations representing cattle producers. Allow for up to a month for transmittal of your letter, and another month for a reply.

Attachés can be of great help in establishing contacts for U.S. exporters. Because of their local knowledge, they can arrange appointments with the government officials and industry representatives who can speak authoritatively on matters related to your mission.

Contact the U.S. Agricultural Attaché upon your arrival in the country or countries of your choice. By the same token, keep the Attaché informed of any change in your plans so that he may communicate these changes to the local officials who are his contacts. He uses his official position to assist you. To avoid embarrassment, he should be kept informed of any changes in the visitor's plans.

## **From Sale Through Delivery**

### **Dependability of Supply**

It is of paramount importance that the U.S. exporter of breeding cattle have a dependable supply of animals to sell abroad. The exporter must be

willing to commit a portion of production for overseas sales on a continuing basis. Nothing kills sales more effectively than undependable continuity of supply. The businessman who approaches export sales as a residual outlet for surplus production cannot expect to succeed in the export market.

## Export Payment and Credit

Export sales are usually paid for by one of three methods: An export letter of credit opened by the foreign buyer in favor of the seller in the United States, a sight or time draft drawn directly by the seller in the United States on the buyer abroad, or open account sales.

Letters of credit offer the greatest protection to the seller. When issued in irrevocable form by either a domestic or foreign bank on behalf of a foreign buyer, a letter of credit eliminates the credit risk. It assures the seller that he will be paid when the specified shipping documents are presented to the paying bank indicated in the letter of credit, provided that all the requirements of the credit have been met.

Sight and time drafts are increasingly popular. With the sight draft, the buyer can defer payment until the foreign correspondent of the seller's bank presents the draft to him. Only after the payment is made does the buyer receive title to the goods the exporter shipped. In practice, the buyer often does not make payment and take title until the goods arrive in his country.

**Sales on open account.** If the buyer is well known to the seller, has a well established reputation, or represents a foreign branch or subsidiary of a U.S. firm, the seller may want to do business on an open account, or even consignment basis. Open account sales are simple and convenient, but they provide no negotiable instrument of obligation and there may be problems of collection if the buyer refuses to pay.

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does.

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U.S. Government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. Until recently the Export-Import Bank only financed breeding livestock and for periods of 3-5 years. Some young feeders and calves have received export financing for a maximum period of 1 year. For further information contact: Export-Import Bank of the United States, 811 Vermont Avenue, N.W., Washington, D.C. 20571, Tel. 202-382-8164.

## Preparations for Shipment

To be able to market livestock overseas efficiently, an exporter needs certain information regarding costs, shipping requirements, and regulations on general

steps for exporting livestock by air, land, and sea, and specialized airfreight handling requirements and costs.

Exporters of breeding livestock depend heavily on air transport for overseas shipments of their animals. Not only is the travel time by air substantially less than by water, but also the stresses on livestock in transit are greatly reduced. Ocean transport is feasible only for large shipments of livestock (300-800 head) that can qualify for charter rates.

At the present time only about 5 percent of live cattle exports go by sea. This proportion conceivably could increase in the future because of rapidly rising air freight rates. Included, therefore, in appendix III are the names of air and surface lines presently equipped to handle the shipment of live cattle. The information that follows on the use of an international freight forwarder, health document requirements, and shipping and related costs applies both to sea and air transportation.

The specialized handling of animals for air shipment requires a relatively large amount of space for each pound shipped. Other requirements are controlled temperature, humidity, and ventilation and special pens, crates, or containers. Practically all livestock transported by air today go in special cargo aircraft at rates published by the International Air Transport Association and the U.S. Civil Aeronautics Board (CAB).

Ports of air and water embarkation with holding facilities are located at New York City (horses only) and Newburg, N.Y.; Richmond, Va.; Miami, Tampa, and St. Petersburg, Fla.; Houston and Brownsville, Tex.; San Francisco, Calif.; Chicago, Ill.; Moses Lake, Wash.; Helena, Mont.; and Harrisburg, Pa.

Highly specialized equipment and crews are required to load and unload the large jet cargo planes used for overseas shipping. Unless special arrangements are made, U.S. livestock can be shipped only from airports and ports that have been designated by the Animal and Plant Health Inspection Service (APHIS) of the U.S. Department of Agriculture as ports of export. For this reason, livestock may have to be trucked long distances from farm to the approved port of embarkation, thus adding substantially to shipping costs.

Livestock exporters should consult APHIS to determine which airports qualify as embarkation ports. The veterinarian at the port of embarkation ultimately decides if the animals are being handled humanely and under sanitary conditions.

The services of an international freight forwarder can be helpful in shipping your animals abroad. The freight forwarder, usually based in a port city, is an independent businessman whose basic role is to see that his customer's product moves to its destination

efficiently and cheaply. He is, in effect, a travel agent concerned with movement of freight.

As you gain experience in the export trade, you may decide to dispense with the services of the freight forwarder and handle the shipping yourself. You can do it yourself from the start, of course, and many businessmen have. Others do all their exporting through forwarders. The decision is yours.

## Health Documentation

**Who endorses?** Special documents or origin health certificates are needed for export shipments of livestock to show that the animals have been properly inspected and are healthy and free from evidence of communicable diseases. The health certificates are issued by veterinarians who have been accredited by APHIS, State-employed veterinarians, or Federal veterinarians. Such certificates must be endorsed by an APHIS veterinarian in the State of origin. His office is normally in the State capital. The endorsed certificate must accompany the livestock to the port of export. Requirements for health certification of export livestock will vary according to the regulations of designated country of import and are subject to frequent change.

**Health requirements.** The import requirements are usually contained in the import permit that the consignee or importer in the foreign country must obtain from animal health officials in his country. In addition, export livestock must meet the minimum export health requirements set by APHIS. These health requirements are designed to promote export trade in U.S. livestock by insuring that only healthy animals are shipped to foreign countries and that they are handled humanely.

Specific information on animal health requirements for export should be obtained from the APHIS veterinarian in the State of origin or from the APHIS Import-Export Animal and Products Staff (Federal Center Building, Hyattsville, Md. 20782; Tel. 301-436-8383). These offices can supply information on the health certifications and humane requirements that pertain to livestock exports as well as to the airports and seaports that qualify as ports of export.

Examine the required documentation carefully. Fees are charged for some documents. Properly completed documents will help the shipper avoid costly delays. Shipping agents that specialize in international trade can be hired to handle the details of documentation. Airline, shipping, and APHIS personnel can be consulted for advice on documentation.

**Documents Required.** Although documentation requirements change frequently and without advance notice, the following documents are usually required when livestock are exported:

- (a) *U.S. Export Declaration* (U.S. Commerce Department Form 7525-U). This form is required by the U.S. Government for any commercial shipment leaving the United States.
- (b) *Commercial Invoice*. This document is a record of transaction between the buyer and seller and must accompany the shipment. It must give all details of animal identification, including brands, birth dates, approximate weights, country of origin, description of crating, value, and gross and net amounts of money due.
- (c) *Import Permit*. The buyer must obtain this document from his government. Some countries require that it accompany the shipment.
- (d) *Insurance Certificate*. Livestock insurance is written by several hundred agents in the United States on both U.S. guarantors and Lloyd's of London. Most general insurance agents can provide information on the nearest agent qualified to write livestock policies.
- (e) *Origin Health Certificate*. This document lists the animal's individual identification number, breed, sex, age, history of veterinary inspection at origin, and all tests and vaccinations for the animal. The certificate must be endorsed by an authorized APHIS veterinarian in the State of origin.
- (f) *Certificate of Inspection of Export Animals (USDA VS Form 17-37, Mar. 1967)*. This document is completed after the animals have been loaded at the U.S. port of export. It certifies that the animals have been correctly identified, have passed the health requirements for shipment, and assures that they have been loaded for shipment under humane conditions.
- (g) Other documents sometimes required are *pro-forma invoices* and *certificates of origin*. The former, similar to the commercial invoice, is developed by the seller and sent to the buyer with the letter of credit, giving information on the price and delivery cost of the animals. Some countries require certification of the document by the chamber of commerce at or near the seller's place of business, and some countries require that this document be legalized by their consul. The latter document is for shipments to countries that, by treaty, have special duty assessments on imports from the United States.



## Shipping and Related Costs

Check all shipping costs carefully. Since some costs for exporting livestock are not readily apparent, a potential exporter of livestock should prepare a detailed estimate of shipping and related costs. To obtain a proper accounting of actual expenses, the cost of the following items (if applicable) should be totaled:

1. Vaccination and health certification fees.
2. Transportation for the animals to an airport or port that is qualified to handle international cargo shipments.
3. Purchasing or renting shipping containers.
4. Ocean and air freight rates (in air cargo, include weight of crates as well as weight of animals).
5. Insurance fees.
6. Other documentation fees.
7. Import levies and taxes.
8. Shipping agent fees. (If the services of a shipping agent are used, some of the expenses may be included in his charges.)
9. Feed and handling costs at port of export.

Shipping costs can change rapidly. Some costs prevailing in January 1977:

- Western U.S. inland transportation costs were about \$1.10 per loaded mile for a tractor-trailer of 10,000 kilograms capacity capable of hauling 33-35 animals of 454 kilograms each or 90-95 calves of 180 kilograms each. Trucks must be approved and inspected by veterinarians and cleaned prior to loading, which will cost about \$15 per truck.

- Eastern U.S. inland transportation costs are about \$1.25-\$1.40 per loaded mile under the conditions stated above.

- Holding, health certificates, rejections, and death losses prior to shipment will average about \$15 or more per head.

- Insurance will cost about 25 percent of the cost-insurance-freight (c.i.f.) value of the shipment.

- Cargo airline rates change frequently. It is not possible to give exact figures for any future date. However, one firm in January 1977 quoted a price of \$68,500 for transport via DC-8 (stretch) aircraft from Chicago to Greece, and \$52,200 from Chicago to

Italy. Back hauls could reduce the charge, subject to CAB approval.

## Major Markets

For many years, Mexico and Canada have been the principal U.S. export markets for beef and dairy breeding cattle. During calendar 1974 and 1975, U.S. exports of all breeding cattle to Mexico totaled 86,796 head, and those to Canada totaled 45,516 head.

U.S. exports of beef breeding cattle to other important markets during these 2 years were: Republic of South Africa, 5,038 head (but imports as of Jan. 19, 1977, temporarily prohibited); Hungary, 2,555 head; Venezuela, 1,838 head; Argentina, 1,508 head; and Guatemala, 1,043 head.

Other important markets for dairy breeding cattle during these 2 years were: Iran, 10,122 head; Hungary, 8,311 head; Republic of Korea, 4,823 head; Bulgaria, 2,839 head; and Peru, 2,423 head.

## Basic Requirements

To make the export of cattle a profitable export venture, sellers and buyers must meet certain basic requirements. In the United States, sellers must have contracts with foreign importers and be equipped to assemble, prepare for shipment, and ship healthy animals of superior quality on a regular basis, and be prepared to provide followup service.

The foreign importers must have sufficient financing to cover their contractual agreements and guarantee the U.S. sellers a stable market. The importers must have sufficient investment in facilities to receive animals and properly care for them after arrival.

Be prepared to put forth the best you have to offer—both as to the product and the service behind it. If you make a sale, write the buyer and inquire as to the conditions of the cattle on arrival, whether they are adapting satisfactorily to local conditions, and whether any further service can be offered. Ask the buyer to suggest a time for a followup trip. Each succeeding trip improves the seller's acceptance and chances of success.

## Appendix I

### Partial List of Foreign Embassies in the United States

#### AFGHANISTAN

Embassy of Afghanistan  
2341 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-3770

#### ARGENTINA

Embassy of the Argentine Republic  
1600 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 332-7100

#### AUSTRALIA

Embassy of Australia  
1601 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 797-3000

#### AUSTRIA

Embassy of Austria  
2343 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4474

#### BANGLADESH

Embassy of the People's Republic of Bangladesh  
2123 California Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 737-9169

#### BARBADOS

Embassy of Barbados  
2144 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-7374

#### BELGIUM

Embassy of Belgium  
3330 Garfield Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 333-6900

#### BOLIVIA

Embassy of Bolivia  
1145 19th Street, N.W., Suite 213  
Washington, D.C. 20036  
Tel: (202) 223-9610

#### BOTSWANA

Embassy of the Republic of Botswana  
4301 Connecticut Avenue, N.W.  
Suite 404  
Washington, D.C. 20008  
Tel: (202) 244-4990

#### BRAZIL

Brazilian Embassy  
3006 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 797-0100

#### BULGARIA

Embassy of the People's Republic of Bulgaria  
2100 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-7969

#### BURMA

Embassy of the Socialist Republic  
of the Union of Burma  
2300 S Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-9044

#### BURUNDI

Embassy of the Republic of Burundi  
2717 Connecticut Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-4477

#### CAMEROON

Embassy of the United Republic of Cameroon  
2349 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-8790

#### CANADA

Embassy of Canada  
1746 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 785-1400

#### CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic  
1618 22nd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-5637

**CHILE**

Embassy of Chile  
1732 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 785-1746

**CHINA, REPUBLIC OF**

Chinese Embassy  
4301 Connecticut Avenue, N.W.  
Suite 420  
Washington, D.C. 20008  
Tel: (202) 686-5400

**COLOMBIA**

Embassy of Colombia  
2118 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-5828

**COSTA RICA**

Embassy of Costa Rica  
2112 S Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2945

**CYPRUS**

Embassy of Cyprus  
2211 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-5772

**CZECHOSLOVAKIA**

Embassy of Czechoslovak Socialist Republic  
3900 Linnean Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 363-6315

**DENMARK**

Embassy of Denmark  
3200 Whitehaven Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-4300

**DOMINICAN REPUBLIC**

Embassy of the Dominican Republic  
1715 22nd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-6280

**ECUADOR**

Embassy of Ecuador  
2535 15th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-7200

**EGYPT**

Embassy of the Arab Republic of Egypt  
2310 Decatur Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-5400

**EL SALVADOR**

Embassy of El Salvador  
2308 California Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-3480

**ETHIOPIA**

Embassy of Ethiopia  
2134 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2281

**FINLAND**

Embassy of Finland  
1900 24th Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-0556

**FRANCE**

Embassy of France  
1100 Connecticut Avenue, N.W.  
Washington, D.C. 20006  
Tel: (202) 223-6710

**GABON**

Embassy of the Gabonese Republic  
2210 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 797-1000

**GERMAN DEMOCRATIC REPUBLIC**

Embassy of the German Democratic Republic  
1717 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 232-3134

**GERMANY, FEDERAL REPUBLIC OF**

Embassy of the Federal Republic of Germany  
4645 Reservoir Road, N.W.  
Washington, D.C. 20007  
Tel: (202) 331-3000

**GHANA**

Embassy of Ghana  
2460 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-0761

**GREECE**

Embassy of Greece  
2221 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 657-3168

**GUATEMALA**

Embassy of Guatemala  
2220 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-2865

**GUINEA**

Embassy of the Republic of Guinea  
2112 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-9420

**GUYANA**

Embassy of Guyana  
2490 Tracy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-6900

**HAITI**

Embassy of Haiti  
4400 17th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 723-7000

**HONDURAS**

Embassy of Honduras  
4301 Connecticut Avenue, N.W.  
Washington, D.C. 20011  
Tel: (202) 966-7700

**HUNGARY**

Embassy of the Hungarian People's Republic  
2437 15th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-3800

**ICELAND**

Embassy of Iceland  
2022 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 365-6653

**INDIA**

Embassy of India  
2107 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-5050

**INDONESIA**

Embassy of the Republic of Indonesia  
2020 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 293-1745

**IRAN**

Imperial Embassy of Iran  
3005 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-5500

**IRELAND**

Embassy of Ireland  
2234 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-7639

**ISRAEL**

Embassy of Israel  
1621 22nd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4100

**ITALY**

Embassy of Italy  
1601 Fuller Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-1935

**IVORY COAST**

Embassy of the Republic of Ivory Coast  
2424 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-2400

**JAMAICA**

Embassy of Jamaica  
1666 Connecticut Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-1010

**JAPAN**

Embassy of Japan  
2520 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-2266

**JORDAN**

Embassy of the Hashemite Kingdom of Jordan  
2319 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 365-1606

**KENYA**

Embassy of Kenya  
2249 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 387-6101

**KHMER REPUBLIC**

Embassy of the Khmer Republic  
4500 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 726-2404

**KOREA**

Embassy of Korea  
2320 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 438-7383

**LAOS**

Embassy of Laos  
2222 S Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-6416

**LEBANON**

Embassy of Lebanon  
2560 28th Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-0300

**LESOTHO**

Embassy of the Kingdom of Lesotho  
Caravel Building, Suite 300  
1601 Connecticut Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-4190

**LIBERIA**

Embassy of Liberia  
5201 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 723-0437

**LIBYA**

Embassy of the Libyan Arab Republic  
2344 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-1315

**MADAGASCAR**

Embassy of Madagascar  
2374 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-5525

**MALAWI**

Malawi Embassy  
2362 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-9313

**MALAYSIA**

Embassy of Malaysia  
2401 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-7600

**MALI**

Embassy of the Republic of Mali  
2130 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-2249

**MALTA**

Embassy of Malta  
2017 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-3611

**MAURITANIA**

Embassy of the Islamic Republic of Mauritania  
2129 Leroy Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-5700

**MAURITIUS**

Embassy of Mauritius  
4301 Connecticut Avenue, N.W.  
Suite 134  
Washington, D.C. 20008  
Tel: (202) 244-1491

**MEXICO**

Embassy of Mexico  
2829 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-6000

**MOROCCO**

Embassy of Morocco  
1601 21st Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 462-7979

**NEPAL**

Royal Nepalese Embassy  
2131 Leroy Place, N.W.  
Washington, D.C. 20009  
Tel: (202) 667-4550

**NETHERLANDS**

Embassy of the Netherlands  
4200 Linnean Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 244-5300

**NEW ZEALAND**

Embassy of New Zealand  
19 Observatory Circle, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-1721

**NICARAGUA**

Embassy of Nicaragua  
1627 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 387-4371

**NIGER**

Embassy of the Republic of Niger  
2204 R Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4224

**NIGERIA**

Embassy of Nigeria  
1333 16th Street, N.W.  
Washington, D.C. 20036  
Tel: (202) 223-9300

**NORWAY**

Embassy of Norway  
3401 Massachusetts Avenue, N.W.  
Washington, D.C. 20007  
Tel: (202) 333-6000

**PAKISTAN**

Embassy of Pakistan  
2315 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-8330

**PANAMA**

Embassy of Panama  
2862 McGill Terrace, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-1407

**PARAGUAY**

Embassy of Paraguay  
2400 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 438-6960

**PERU**

Embassy of Peru  
1700 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 833-9860

**PHILIPPINES**

Embassy of the Philippines  
1617 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 483-1414

**POLAND**

Embassy of the Polish People's Republic  
2640 16th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-3800

**PORTUGAL**

Embassy of Portugal  
2125 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-1643

**QATAR**

Embassy of the State of Qatar  
2721 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 332-2300

**ROMANIA**

Embassy of the Socialist Republic of Romania  
1607 23rd Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 232-4747

**RWANDA**

Embassy of the Republic of Rwanda  
1714 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 232-2882

**SAUDI ARABIA**

Embassy of Saudi Arabia  
1520 18th Street, N.W.  
Washington, D.C. 20036  
Tel: (202) 483-2100

**SENEGAL**

Embassy of the Republic of Senegal  
2112 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-0540

**SIERRA LEONE**

Embassy of Sierra Leone  
1701 19th Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 265-7700

**SINGAPORE**

Embassy of the Republic of Singapore  
1824 R Street, N.W.  
Washington, D.C. 20009  
Tel: (202) 667-7555

**SOMALIA**

Embassy of Somali Democratic Republic  
600 New Hampshire Avenue, N.W.  
Suite 710  
Washington, D.C. 20037  
Tel: (202) 234-3261

**SOUTH AFRICA**

Embassy of South Africa  
3051 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 232-4400

**SPAIN**

Embassy of Spain  
2700 15th Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-0190

**SRI LANKA**

Embassy of Sri Lanka  
2148 Wyoming Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 483-4025

**SUDAN**

Embassy of the Democratic Republic of the Sudan  
600 New Hampshire Avenue, N.W.  
Suite 400  
Washington, D.C. 20037  
Tel: (202) 338-8565

**SWAZILAND**

Embassy of the Kingdom of Swaziland  
4301 Connecticut Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 362-6683

**SWEDEN**

Embassy of Sweden  
600 New Hampshire Avenue, N.W.  
Washington, D.C. 20037  
Tel: (202) 965-4100

**SWITZERLAND**

Embassy of Switzerland  
2900 Cathedral Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-1811

**SYRIA**

Embassy of the Syrian Arab Republic  
600 New Hampshire Avenue, N.W.  
Suite 1120  
Washington, D.C. 20037  
Tel: (202) 965-2005

**TANZANIA**

Embassy of the United Republic of Tanzania  
2010 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 872-1005

**THAILAND**

Embassy of Thailand  
2300 Kalorama Road, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-1446

**TOGO**

Embassy of the Republic of Togo  
2208 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-4212

**TRINIDAD AND TOBAGO**

Embassy of Trinidad and Tobago  
1708 Massachusetts Avenue, N.W.  
Washington, D.C. 20036  
Tel: (202) 467-5490

**TUNISIA**

Embassy of Tunisia  
2408 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 234-6644

**TURKEY**

Embassy of the Republic of Turkey  
1606 23rd Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 667-6400

**UGANDA**

Embassy of the Republic of Uganda  
5909 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 726-7100

**UNION OF SOVIET SOCIALIST REPUBLICS**

Embassy of the Union of Soviet  
Socialist Republics  
1825 Phelps Place, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-2607

**UNITED ARAB EMIRATES**

Embassy of the United Arab Emirates  
600 New Hampshire Avenue  
Suite 740  
Washington, D.C. 20037  
Tel: (202) 338-6500

**UNITED KINGDOM**

British Embassy  
3100 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-1340

**UPPER VOLTA**

Embassy of the Republic of Upper Volta  
5500 16th Street, N.W.  
Washington, D.C. 20011  
Tel: (202) 726-0992

**URUGUAY**

Embassy of Uruguay  
1918 F Street, N.W.  
Washington, D.C. 20006  
Tel: (202) 628-1336

**VENEZUELA**

Embassy of Venezuela  
2445 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-9600

**YUGOSLAVIA**

Embassy of the Socialist Fed.  
Republic of Yugoslavia  
2410 California Street, N.W.  
Washington, D.C. 20008  
Tel: (202) 462-6566

**ZAIRE**

Embassy of the Republic of Zaire  
1800 New Hampshire Avenue, N.W.  
Washington, D.C. 20009  
Tel: (202) 234-7690

**ZAMBIA**

Embassy of the Republic of Zambia  
2419 Massachusetts Avenue, N.W.  
Washington, D.C. 20008  
Tel: (202) 265-9717



## Appendix II

### U.S. Agricultural Attaché Locations

#### ARGENTINA

Agricultural Attaché  
American Embassy  
Sarmiento Building 663  
Buenos Aires, Argentina  
Tel: 46-3211

#### AUSTRALIA

Agricultural Attaché  
American Embassy  
Moonah Place  
Yarralumla, A.C.T.  
Canberra, Australia  
Tel: 731-351

#### AUSTRIA

Agricultural Attaché  
American Embassy  
Boltzmanngasse 16, A-1091  
Vienna, Austria  
Tel: 346-611

#### BELGIUM

Agricultural Attaché  
American Embassy  
27 Boulevard du Regent  
Brussels, Belgium  
Tel: 513-3830

#### U.S. MISSION TO THE EUROPEAN COMMUNITY

Agricultural Attaché  
USEC Brussels  
40 Boulevard du Regent, Boite 3  
Brussels 1000, Belgium  
Tel: 513-4450

#### BRAZIL

Agricultural Attaché  
American Embassy  
Avenida Das Nacoes, Lote No. 3  
Brasilia, Brazil  
Tel: 230-120

Agricultural Officer  
American Consulate General  
Edificio Conjunto Nacional  
Rua Padre Joao Manuel, 20  
São Paulo, Brazil  
Tel: 289-3155

#### CANADA

Agricultural Attaché  
American Embassy  
100 Wellington Street  
Ottawa, Canada  
Tel: (613) 238-5335

#### CHILE

Agricultural Attaché  
American Embassy  
Merced 230  
Santiago, Chile  
Tel: 82-801

#### CHINA, PEOPLE'S REPUBLIC OF

U.S. Liaison Office, Peking  
Kuang Kua Lu 17  
Peking, People's Republic of China  
Tel: 522-033

#### CHINA, REPUBLIC OF

Agricultural Attaché  
American Embassy  
2 Chung Hsiao West Road  
Taipei, Taiwan, China  
Tel: 331-3551

#### COLOMBIA

Agricultural Attaché  
American Embassy  
Calle 37 #8-40  
Bogotá, Colombia  
Tel: 329-100

#### COSTA RICA

Agricultural Attaché  
American Embassy  
Avenida 3 & Calle 1  
San Jose, Costa Rica  
Tel: 225-566

#### DENMARK

Agricultural Attaché  
American Embassy  
Dag Hammarskjolds Alle 24  
Tel: 123-144

**BRAZIL**

Asst. Agricultural Attaché  
American Consulate General  
147 Avenue Presidente Wilson 147  
Rio de Janeiro, Brazil  
Tel: 252-8055

**BANGLADESH**

Agricultural Attaché  
American Embassy  
Adamjee Court Building  
Dacca, Bangladesh  
Tel: 244-220

**DOMINICAN REPUBLIC**

Agricultural Attaché  
American Embassy  
Calle Cesar Nicolas Pensen  
and Calle Leopoldo Navarro  
Santo Domingo, Dominican Republic  
Tel: 682-2171

**ECUADOR**

Agricultural Attaché  
American Embassy  
120 Avenida Partia  
Quito, Ecuador  
Tel: 230-020

**EGYPT, ARAB REPUBLIC OF**

Agricultural Attaché  
American Embassy  
5 Sharia Latin America  
Cairo, Egypt  
Tel: 28219

**EL SALVADOR**

Agricultural Attaché  
American Embassy  
1230, 25 Avenida Norte  
San Salvador, El Salvador  
Tel: 257-100

**FRANCE**

Agricultural Attaché  
American Embassy  
2 Avenue Gabriel  
Paris, France  
Tel: 265-7460 ext. 7171

Agricultural Attaché  
U.S. Mission to the Organization for  
Economic Cooperation and Development  
(U.S. OECD)  
19 Rue de Franqueville  
Paris, France  
Tel: 524-9743

**GERMANY**

Agricultural Attaché  
American Embassy  
Mehlemer Avenue, 5300 Bad Godesberg  
Bonn, Germany  
Tel: 02221/8955

**GREECE**

Agricultural Attaché  
American Embassy  
91 Queen Sophia Avenue  
Athens, Greece  
Tel: 712-951 or 718-401

**GUATEMALA**

Agricultural Attaché  
American Embassy  
Avenida La Reforma 7-01, Zona 10  
Guatemala City, Guatemala  
Tel: 61-541

**HONG KONG**

Agricultural Officer  
American Consulate General  
26 Garden Road  
Hong Kong, Hong Kong  
Tel: 239-011

**INDIA**

Agricultural Attaché  
American Embassy  
Shanti Path, Chanakyapuri 21  
Dew Delhi, India  
Tel: 70351

**INDONESIA**

Agricultural Attaché  
American Embassy  
Medan Merdeka, Salantan 5  
Djakarta, Indonesia  
Tel: 40-001

**IRAN**

Agricultural Attaché  
American Embassy  
260 Avenue Takti Jamshid  
Tehran, Iran  
Tel: 825-091

**IRELAND**

Agricultural Attaché  
American Embassy  
42 Elgin Road, Ballsbridge  
Dublin, Ireland  
Tel: 688-777

**ISRAEL**

Agricultural Attaché  
American Embassy  
71 Hayaron Street  
Tel Aviv, Israel  
Tel: 54-338

**ITALY**

Agricultural Attaché  
American Embassy  
Via V. Veneto 119  
Rome, Italy  
Tel: 4674

Agricultural Officer  
American Consulate General  
Piazza della Repubblica 32  
Milan, Italy  
Tel: 652-841

**JAPAN**

Agricultural Attaché  
American Embassy  
Annex No. 1  
2 Akasaka Aoi-cho, Minato-ku  
Tokyo, Japan  
Tel: 583-7141

**KENYA**

Agricultural Attaché  
American Embassy  
(P.O. Box 30127)  
Cotts House, Eliot Street  
Nairobi, The Republic of Kenya  
Tel: 334-141

**KOREA**

Agricultural Attaché  
American Embassy  
82 Sejong-Ro  
Seoul, The Republic of Korea  
Tel: 722-601

**LEBANON**

Agricultural Attaché  
American Embassy  
Ali Reza Building, Avenue de Paris  
Beirut, Lebanon  
Tel: 361-800

**LIBERIA**

Agricultural Attaché  
American Embassy  
United Nations Drive  
Monrovia, Liberia  
Tel: 22-991

**MALAYSIA**

Agricultural Attaché  
American Embassy  
AIA Building - Jalan Ampang  
Kuala Lumpur, Malaysia  
Tel: 26-321

**MEXICO**

Agricultural Attaché  
American Embassy  
Paseo de la Reforma 305,  
Colonia Cuauhtemoc  
Mexico City, D.F. Mexico  
Tel: (905) 525-9100

**MOROCCO**

Agricultural Attaché  
Charia Marrakech  
Rabat, Morocco  
Tel: 30-361

**NETHERLANDS**

Agricultural Attaché  
American Embassy  
102 Lange Voorhout  
The Hague, Netherlands  
Tel: 62-4911

**NEW ZEALAND**

Agricultural Attaché  
American Embassy  
155-161 The Terrace  
Room 1105-06  
Wellington, New Zealand  
Tel: 41-074

**NORWAY**

Agricultural Attaché  
American Embassy  
Drammensveien 18  
Oslo, Norway  
Tel: 566-880

**NIGERIA**

Agricultural Attaché  
American Embassy  
1 King's College Road  
Lagos, Nigeria  
Tel: 57-320

**PAKISTAN**

Agricultural Attaché  
American Embassy  
Diplomatic Enclave, Ramna 4  
Islamabad, Pakistan  
Tel: 22-161

**PERU**

Agricultural Attaché  
American Embassy  
S.W. Corner Avenidas Wilson and Espana  
Lima, Peru  
Tel: 286-000

**PHILIPPINES**

Agricultural Attaché  
American Embassy  
1201 Roxas Boulevard  
Manila, Philippines  
Tel: 59-8011

**POLAND**

Agricultural Attaché  
American Embassy  
c/o American Consulate General  
APO New York 09757  
Tel: 283-041

**PORTUGAL**

Agricultural Attaché  
American Embassy  
Avenida Duque de Loule No. 39  
Lisbon, Portugal  
Tel: 555-141

**SOUTH AFRICA**

Agricultural Attaché  
American Embassy  
225 Pretorius Street, Transvaal  
Pretoria, Republic of South Africa  
Tel: 484-2666

**SPAIN**

Agricultural Attaché  
American Embassy  
Serrano 75  
Madrid, Spain  
Tel: 276-3400, 276-3600

**SWEDEN**

Agricultural Attaché  
American Embassy  
Strandvagen 101  
Stockholm, Sweden  
Tel: 530-520

**SWITZERLAND**

Agricultural Attaché  
American Embassy  
93/95 Jubilaustrasse  
Bern, Switzerland  
Tel: 430-011

**Agricultural Attaché**

U.S. Mission to European Office of U.N.  
& other International Organizations  
80 Rue de Lausanne 1202  
Geneva, Switzerland  
Tel: 327-020

**SYRIA**

Agricultural Attaché  
American Embassy  
Abu Rumaneh, Al Mansur St. No. 2  
Damascus, Syria  
Tel: 332-315

**THAILAND**

Agricultural Attaché  
American Embassy  
95 Wireless Road  
Bangkok, Thailand  
Tel: 252-5040

**TRINIDAD**

Agricultural Attaché  
American Embassy  
15 Queen's Park West  
Port-of-Spain, Trinidad  
Tel: 26-371

**TURKEY**

Agricultural Attaché  
American Embassy  
110 Ataturk Boulevard  
Ankara, Turkey  
Tel: 272-607

**UNITED KINGDOM**

Agricultural Attaché  
American Embassy  
24/31 Grosvenor Square W.1  
London, England  
Tel: 499-9000

**USSR**

Agricultural Attaché  
American Embassy  
APO New York 09862  
Tel: 252-0011

**URUGUAY**

Agricultural Attaché  
American Embassy  
Calle Lauro Muller 1776  
Montevideo, Uruguay  
Tel: 409-051

**VENEZUELA**

Agricultural Attaché  
American Embassy  
Apartado 62.291 del Este  
Avenida Francisco de Miranda &  
Avenida Principal de la Floresta  
Caracas, Venezuela  
Tel: 284-6111 or 284-7111

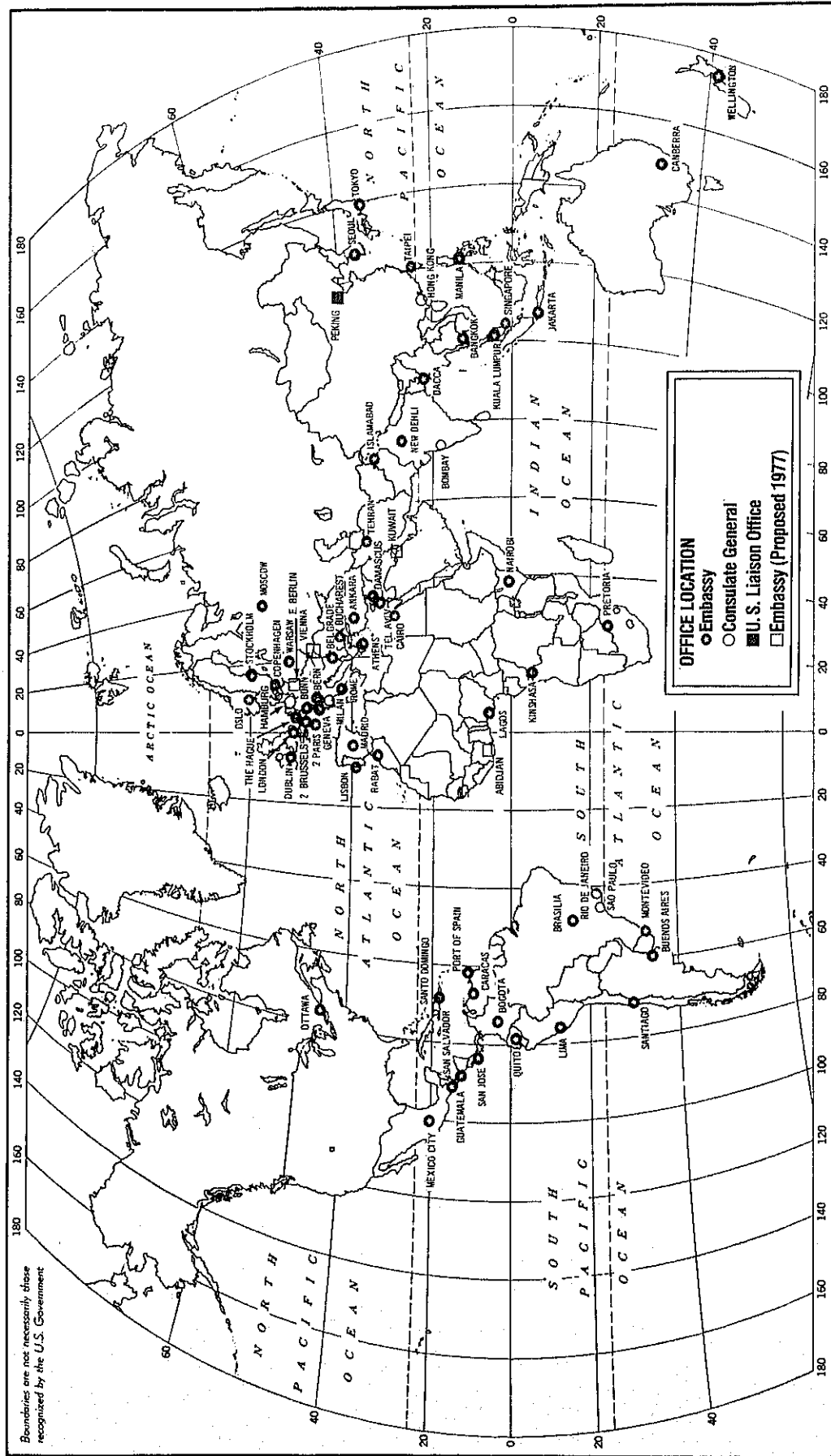
**ZAIRE**

Agricultural Attaché  
American Embassy  
310 Avenue des Aviateurs  
Kinshasa, Zaire  
Tel: 22-698

**YUGOSLAVIA**

Agricultural Attaché  
American Embassy  
50 Kneza Milosa  
Belgrade, Yugoslavia  
Tel: 645-655

# FOREIGN AGRICULTURAL SERVICE POSTS



U.S. DEPARTMENT OF AGRICULTURE

## Appendix III

### Partial Lists of Air and Surface Transporters of Livestock, and Livestock Freight Forwarders

#### Air Transportation

##### Airlift International

P.O. Box 480535  
International Airport Branch  
Miami, Florida 33148  
Tel: (305) 871-1750  
CDC: MIAPRD  
John Kempster, Director, Flight Operations  
David Sowers, Director, Marketing Services

##### Flying Tigers

7401 Worldway West  
P.O. Box 92935  
Los Angeles, California 90009  
Tel: (213) 646-2497  
CDC: HDQSCFT  
Telex: 674496  
Jim Haggerty, General Manager, Charter Sales

##### Pegasus Airtransport Co.

167-10 S. Conduit Avenue  
Jamaica, New York 11434  
Tel: (212) 656-6260, 6263  
Telex: 620025 Pegasus  
John Shortell, General Manager, New York

##### Seaboard World Airlines

Building 178 JFK International Airport  
Jamaica, New York 11430  
Tel: (212) 632-7648  
Telex: 960179  
Anne Miles, Director, Cargo Sales

##### Trans-International Airlines

International Headquarters, P.O. Box 2504  
Oakland, California 94604  
Tel: (415) 577-6000  
Telex: 336320  
Bob Calhoun, Cargo Sales Representative

##### Airway International

1111 E. 24th Street  
Hialeah, Florida 33013  
Tel: (305) 691-4562  
Lee James, President

#### Surface Transportation

##### C. C. Clausen Steamship Company

c/o Fisher, Galban, Sinich PC  
1522 K Street, N.W.  
Washington, D.C. 20005  
Tel: (202) 223-4600  
Telex: 89-468  
Joel Fisher

##### Sealand Services, Inc.

P.O. Box 1050  
Elizabeth, New Jersey 07207  
Tel: (201) 289-6000 ext. 2289  
Telex: 138511  
CDC: ELZSJSS  
James L. Clark, General Manager,  
Special Commodity Services

##### CIE DENS-OCEAN

##### V LOT DOK WESKAAIZ

8400 Oostende Belgium  
Tel: 708.06, 832.34, 836.31  
Telex: 18153, 18181  
E. Bovit, Administrator

## Freight Forwarders

Air-Line Air Freight, Ltd.  
2277 East Devon  
Elk Grove, Illinois 60007  
Tel: (800) 323-1781  
Leslie Shearer, Vice President

Houston Freight Forwarding  
705 First International Bank Bldg.  
Houston, Texas 77002  
Tel: (713) 659-1532, 2754, 2755  
Cable: TWX 9108811162 EXPORTMCO HOU  
J. A. Clark, Jr., General Manager

J. D. Smith Inter-Ocean, Inc.  
One World Trade Center, Suite 2161  
New York, New York 10048  
Tel: (212) 432-0500  
William Angello

Skylift International, Inc.<sup>1</sup>  
1617 S. Pacific Coast Highway, Suite E  
Redondo Beach, California  
Tel: (312) 540-7700  
Telex: 69175  
Ray A. Vidal, President

<sup>1</sup> Air charter broker—entire plane loads.

Alex Nichols Agency, Inc.  
P.O. Box 287  
Glen Head, New York 11545  
Tel: (516) 671-9100  
Telex: Nichols GEAD 125223  
Alex Nichols, President

Jet Airfreight  
P.O. Box 60012 AMF  
Houston, Texas 77205  
Tel: (713) 443-0151  
Telex: 775936  
John Machado, Branch Manager

Pegasus Air Transport Co.  
24 Church Street  
New Canaan, Conn. 06840  
Tel: (203) 972-0916  
Cable: PEGASUS BALTIMORE  
Lawrence E. Burtchaell, Director of Marketing

Suarez Shipping Service, Inc.  
P.O. Box 481400  
Miami, Florida 33148  
Tel: (305) 526-6393  
Telex: 518825  
Julio Suarez, President

Note: The use of firm or corporation names in this appendix is for the information and convenience of the reader. Such use does not constitute an official endorsement or approval by the U.S. Department of Agriculture of any service to the exclusion of others that may not be included.



